

APARANJITHA KOTHINTI

Email: nonukothinti@gmail.com

Mobile: 7670962794, 9390310702

(Request text message if call not attended during office hours)

PROFILE SUMMARY

- A result oriented professional with 15 years of experience in developing and maintaining sourcing vision, processes, and organization for selecting, managing, and developing the enterprise's strategic suppliers for Logistics, IT and Interior design industry
- Innovative and Resourceful Procurement Management Professional
- Track record of delivering superior results by implementing strategic procurement, sourcing, cost reduction, supplier negotiation and relationship management programs that optimize the value from the supply chain.
- Executed unified processes and initiatives that improve cost, quality, delivery, and service criteria and foster long-term collaborative relationships with the vendors
- Working knowledge of SAP – MM Module.
- Expertise in implementing cost saving measures to achieve reduction or rejection of raw materials, negotiating with vendors.
- Developed a cost saving tracker.
- Honed with a cross cultural exposure with a merit of negotiating with suppliers across spectrum.
- Rationalizing the vendors providing services, including rate negotiations and managing the vendor & transportation registration after negotiation of rate as per the market.
- Empaneling new vendors, vendor registration, vendor management, vendor negotiation, vendor performance evaluation.
- Implementing an appropriate and effective project management framework for corporate interior fit - out projects.
- Manage Contractors delivery as per the SLA, flawless implementation of Procure to Pay cycle.

EDUCATION

- **BCA.** from Osmania University in 2002 ("A Grade " " 76% ")
 - **MBA** from Osmania University in 2011 (" A Grade " " 70% ")
- Other Credentials:** SAP (MM MODULE)

EMPLOYMENT DETAILS

(a)PROCUREMENT & CONTRACTS SENIOR MANAGER – STANZA LIVING (DTwelve Spaces Pvt Ltd) - GURGAON.

February 2019 – Present.

Key Result Areas:

- Handling Procurement and contracting for different region of India. (South and West India)
- Responsible for implementing an appropriate and effective project or program management framework for 1interior fit-out projects.
- Support in defining and implementing criteria for control and management of the projects in South and west India.
- Ensure assigned projects are completed within schedules while meeting needs, business objectives and design guidelines. manage project deliverables including risk allowance. monitor and control changes/variations,
- Responsible for guiding and managing coordination with vendors and business partners through the completion of the projects.
- Manage contract and work order negotiations & compliance to the same by the contractors.
- Identify new contractors from the specific cities, in keeping with the pre-qualification requirements.
- Meeting cost savings targets and project timelines

(b) PROCUREMENT SENIOR MANAGER – RBJ TECHNOLOGIES Ind Pvt Ltd. (foyr.com) – HYDERABAD.

January 2012 – January 2019

FOYR.COM, India's TOP 20 Proptech Company.

Key Result Areas:

- Head of Procurement & Supply chain function.
- Responsible for the development, communication, and compliance of process efficiencies related to the Supply Chain Department's role in the requisition-to-payment process.
- Negotiate & implement supplier contracts and supplier relationship management
- Strong skills in supplier negotiations and vendor contract management
- Implement and control a contract management system to ensure that all partners have up to date, documented contracts in place
- Identify, implement and enhance processes to reassess, manage and optimize all our vendor relationships
- Manage vendor performance including establishing and managing SLA's and undertake regular reviews to evaluate performance against targets and profitability
- Identify and develop initiatives to improve performance
- Renegotiate contracts to drive profitability and service improvement
- Operate Purchasing Management as an integrated system including Sales, customers and suppliers
- Implement continuous improvement in all activities internally and externally
- Manage the formation and operations of cross functional teams, both internally and externally • Foster an environment of collaboration
- Experience leading cross-functional projects and process improvement initiatives
- Strong influencing and team building skills with ability to drive results and gain commitment at all levels of the organization
- Ability to manage workloads and priorities to ensure critical project deadlines are met
- Adaptability, open to change in response to new information, different or unexpected circumstances, and/or to work in ambiguous situations
- Identifying gaps within the project deliverables and developing improvement plans for the identified gaps
- Visiting customers and following up on received feedback.
- Provide oversight in critical vendors' service and performance delivery to ensure that needs are adequately met.
- Takes guidance from and provides inputs in the areas of client relationship management, functional process management, audit and regulatory compliance, service performance management, and transformation.
- Develops and maintains effective working relationships with all local business functions. Proactively reach out to regional/globally team to align local requirement with global/regional strategy.
- Engage and communicate effectively with internal customers and external suppliers to deliver accurate and concise advice for effective supplier engagement and sourcing strategy.
- Sourcing and selection of suppliers through approved methods of negotiation and/or RFP's.
- Work to reduce cost, reduce risk and rationalize company spending. Maximize value through effective Supplier Relationship Management.
- Locate, analyze, and develop a consolidated supplier base to meet current and future needs.
- Understand, track, and forecast the key cost drivers and market trend for assigned commodities.

(c) PURCHASE MANAGER - DRS LOGISTICS PVT LTD, HYDERABAD. NOVEMBER 2002 – MAY 2009.

**(d) PURCHASE EXECUTIVE – DRS LOGISTICS PVT LTD.
HYDERABAD AUGUST 2001 – OCTOBER 2002**

Key Result Areas

- Responsible for managing the procurement budget
- Manage the inventory, delivery and installation of store material items
- Manage the warehouse (for store material) in India
- Create a centralized procurement strategy which will consolidate future purchases for multiple departments, ie. Marketing & Store Development
- Develop on-going sourcing strategies and identify new and innovative sources of supplies
- Manage supplier selection process & manage the planning, preparation, and launch of RFIs and RFPs
- Understand the impact of changes in firm policies, structure, and procedures, and pass this knowledge onto team members
- Understand the business goals of the practice and its clients. Inform team members on how these goals impact the types of products and services procured
- Lead cross-functional teams comprised of IT Professional stakeholders in the development and execution of sourcing strategies, Requests for Proposal, supplier selection, negotiation and contracting processes. Key sub-category in scope of Infrastructure Services under IT Professional services category
- Conduct regular supplier evaluation and develop suppliers through clear target agreements and follow-up of the target achievement
- Keep all supplier master data up-to-date, including supplier rating
- Define and implement innovative negotiation concepts and strategies, and carry out cost and contract negotiation. Keep all contracts with suppliers up to date and follow contract fulfilment, prolongation, etc
- Interdisciplinary work in projects to gather information, take proactive measures and optimize internal processes and workflows
- Compile, prepare, present and endorse information relating to sourcing and supplier issues, and make this information available to other department within the organization as appropriate

PROJECTS HANDLED

Responsibility: Supply Chain Analyst, Procurement, Purchase, Packaging
Clients Managed: My Home Group, Aparna Constructions, Prestige Group Real estate,
Mantri Group, Tata Tele Services

APARANJITHA KOTHINTI